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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY OFF 6.6% FROM JANUARY 1986 SALES PERFORMANCE

Billings for January 1987 amounted to $38.3 million, down from the January 1986 figure of $41.0 million.

January 1987 sales were an improvement of 5.9% over December and 6.8% over November of 1986.

All but two MTI districts declined from January 1986 levels.

A summary of percentage change by geographic regions follows:

	District	Jan 87 vs. Jan 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 8.4	- 8.4
2	Middle Atlantic (NY-NJ-E. PA-MD)	-19.3	-19.3
3	South Central (W. PA-OH-IN-KY)	- 0.1	- 0.1
4	Michigan	-11.3	-11.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 5.1	- 5.1
6	North Central (IL-WI-MN-MO-IA)	1.3	1.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 3.7	- 3.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-28.0	-28.0
9	Canada	5.4	5.4

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1987

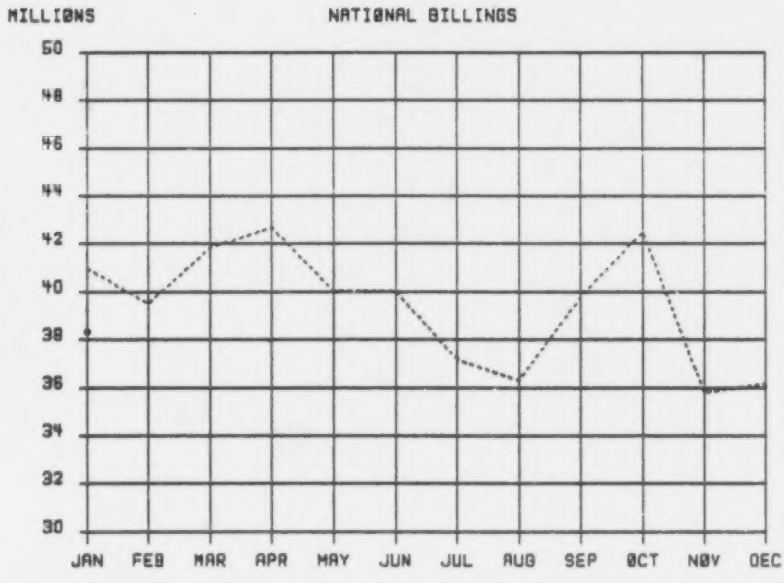
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	319	41007.1	38290.3	- 6.6	100.0	100.0
Dist. 1	17	3265.4	2989.6	- 8.4	8.0	7.8
Dist. 2	44	4684.6	3781.2	-19.3	11.4	9.9
Dist. 3	60	7326.3	7320.4	- 0.1	17.9	19.1
Dist. 4	33	5875.5	5311.4	-11.3	14.3	13.6
Dist. 5	23	2344.7	2226.3	- 5.1	5.7	5.8
Dist. 6	49	6866.8	6955.7	1.3	16.7	18.2
Dist. 7	41	5727.2	5516.8	- 3.7	14.0	14.4
Dist. 8	25	2679.4	1930.5	-28.0	6.5	5.0
Dist. 9	16	2237.1	2358.5	5.4	5.5	6.2
Foreign	11					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	41007.1	38290.3	- 6.6	100.0	100.0
Dist. 1	3265.4	2989.6	- 8.4	8.0	7.8
Dist. 2	4684.6	3781.2	-19.3	11.4	9.9
Dist. 3	7326.3	7320.4	- 0.1	17.9	19.1
Dist. 4	5875.5	5211.4	-11.3	14.3	13.6
Dist. 5	2344.7	2226.3	- 5.1	5.7	5.8
Dist. 6	6866.8	6955.7	1.3	16.7	18.2
Dist. 7	5727.2	5516.8	- 3.7	14.0	14.4
Dist. 8	2679.4	1930.5	-28.0	6.5	5.0
Dist. 9	2237.1	2358.5	5.4	5.5	6.2

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

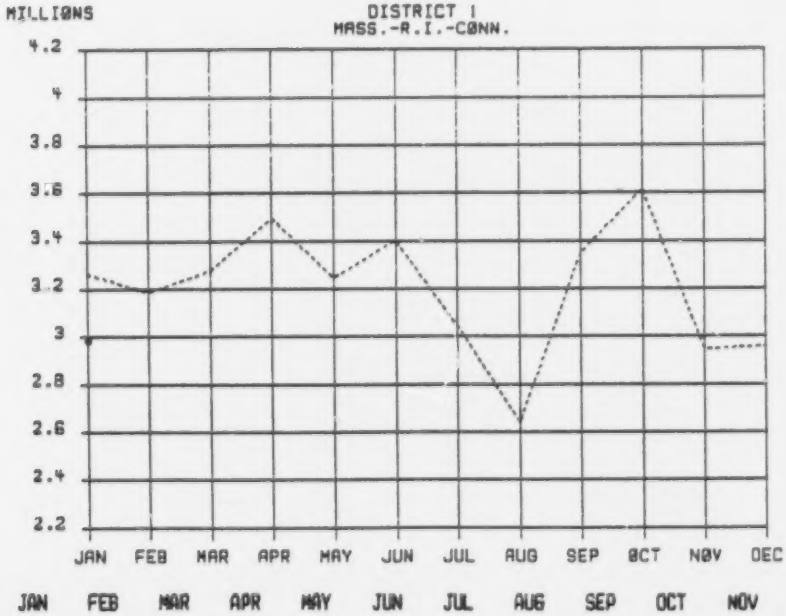


1986 - - - -

1987 ———

PLEASE NOTE: January, 1987 performance is noted with a "dot" on the line marked for January.

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6											
% Change	Cumulative	-6.6											

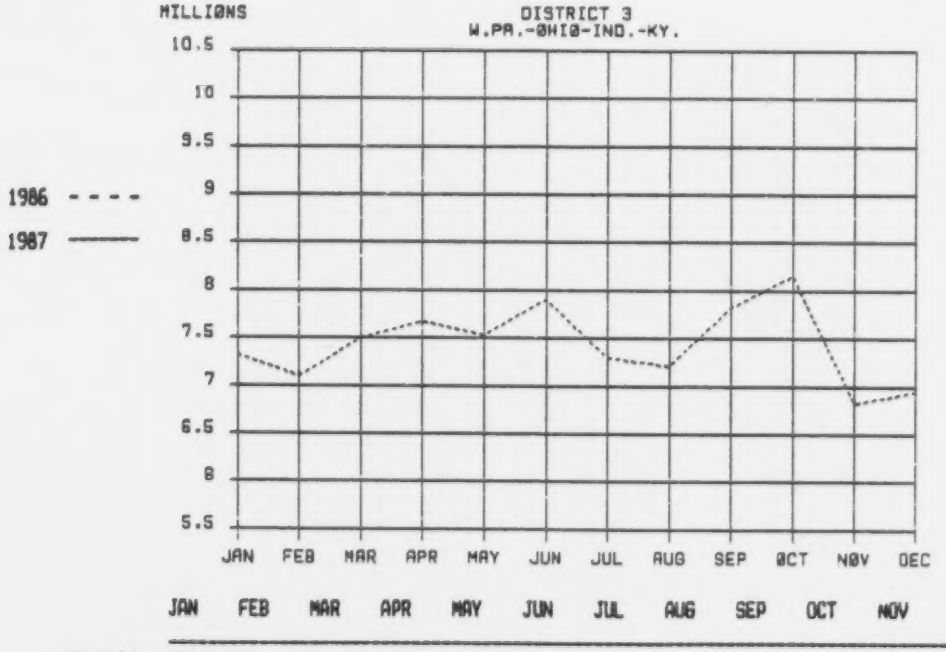


1986 - - - -

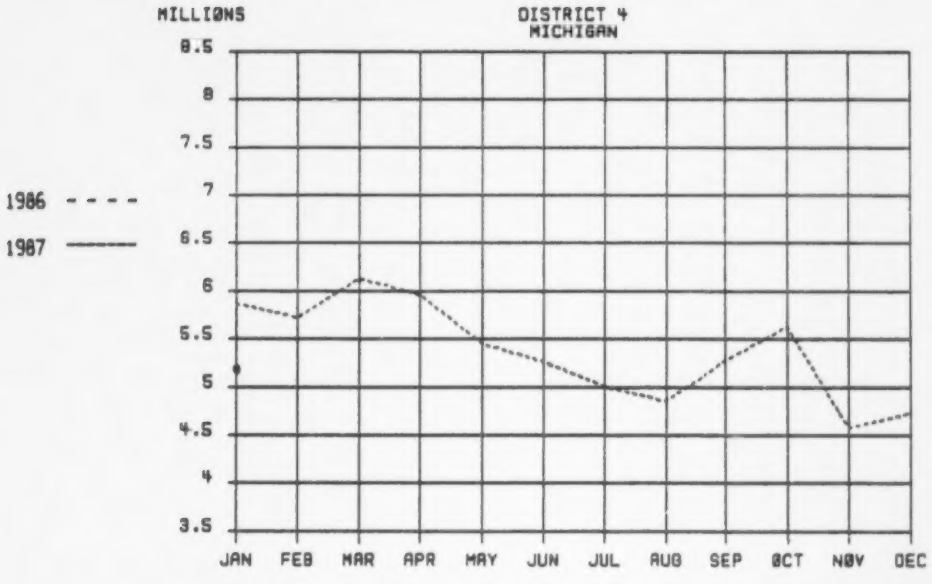
1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.4											
% Change	Cumulative	-8.4											

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.3											
% Change	Cumulative	-19.3											



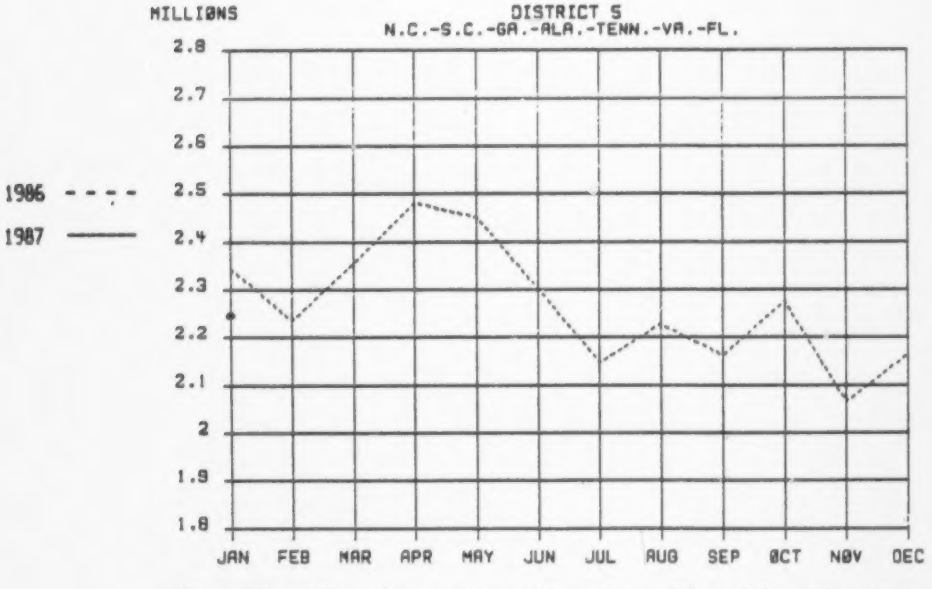
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1											
% Change	Cumulative	-0.1											



1986 - - - -

1987 ———

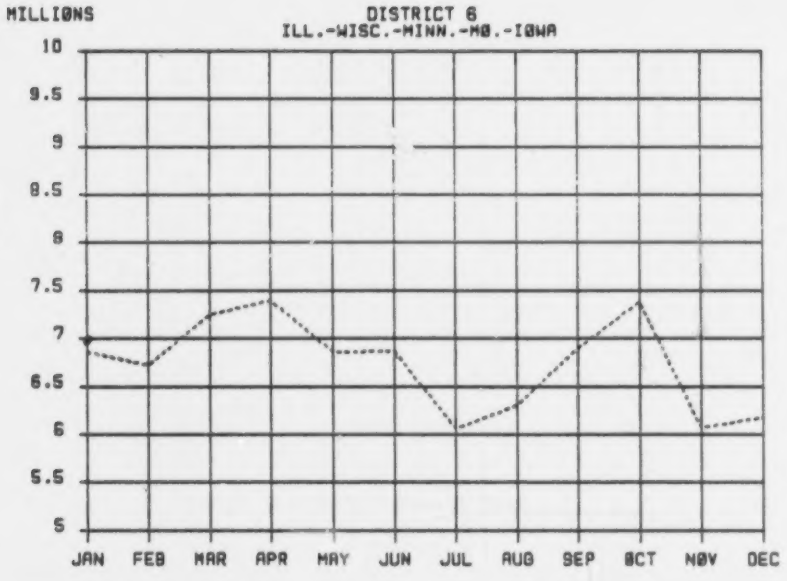
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3											
% Change	Cumulative	-11.3											



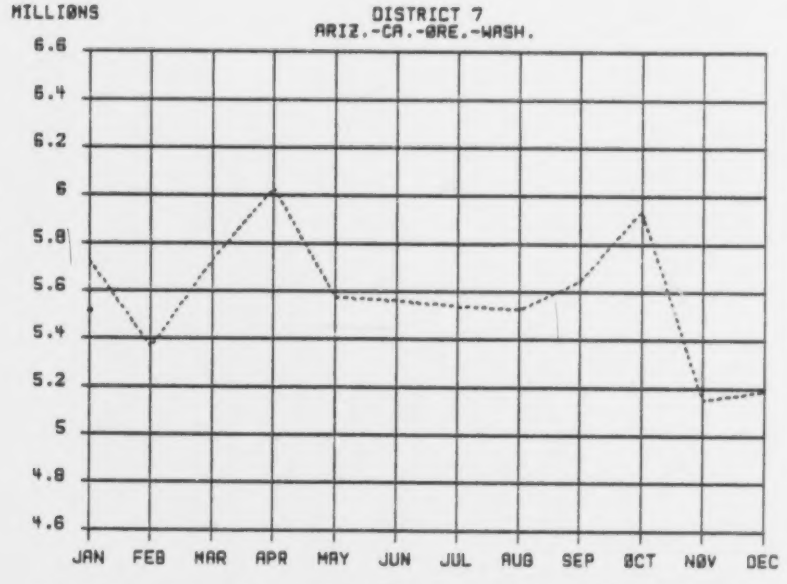
1986 - - - -

1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1											
% Change	Cumulative	-5.1											



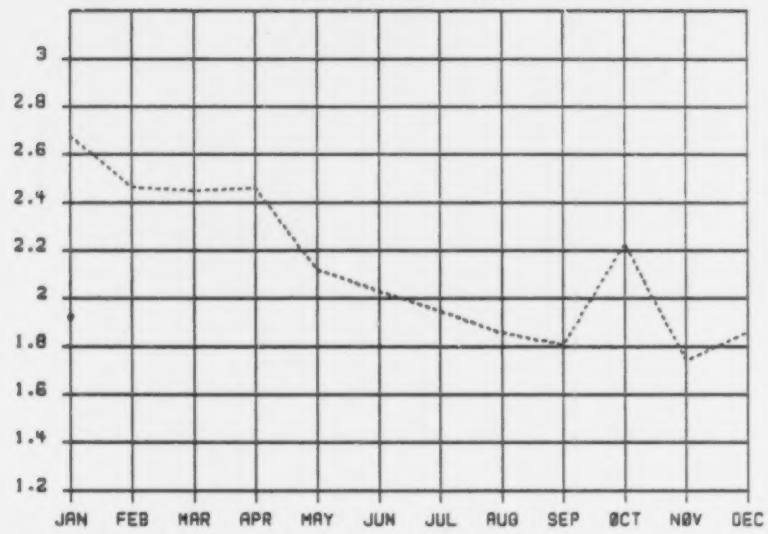
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3											
% Change	Cumulative	1.3											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7											
% Change	Cumulative	-3.7											

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.

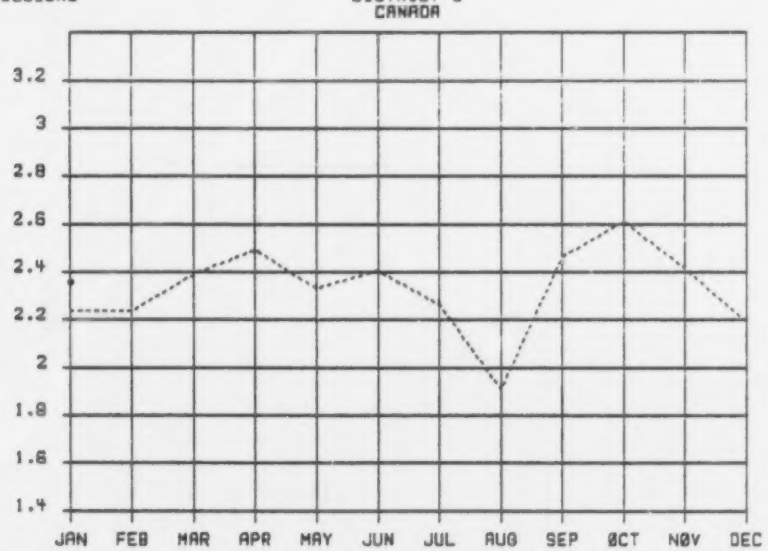


1986 - - - -
1987 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0										
% Change	Cumulative	-28.0										

MILLIONS

DISTRICT 9
CANADA



1986 - - - -
1987 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4										
% Change	Cumulative	5.4										